

We are pleased to bring you the March/ April 2009 issue of **West Lothian Business Connections Online!** Our monthly update brings you West Lothian's recent business news, upcoming events, new business support schemes, new developments and up to date economic facts and figures. To view all the stories in full, use the links below, which will take you to West Lothian's online resource for business - www.westlothian.com

NEW DEVELOPMENTS www.westlothian.com/news

CONTACT LENSES MANUFACTURER **Bausch & Lomb** has invested in a new packaging facility at its Gregory Road site in Livingston. The site will allow Bausch & Lomb Scotland to manufacture in house packaging components previously sourced externally.

SCOTTISH REGENERATION SPECIALIST **Land Engineering** is to launch a specialist stone division which will create fifty jobs. The company, which employs 500 people at its offices in Fenwick, Grangemouth and Edinburgh has opened a fourth office in Livingston, which will be the new headquarters of Stone Engineering.

WEST Lothian COUNCIL has joined forces with developer **Gladedale (East Scotland)** to build council homes. And as part of the joint scheme, the developer has agreed to aim for 10 per cent of their employees and 25 per cent of suppliers for these projects to come from West Lothian.

BATHGATE BASED waste recycling company **Scotwaste** and Hamilton developer Banks Developments have put forward proposals for the second phase of a pioneering £25m state-of-the-art recycling centre which would eventually be able to cope with all West Lothian's commercial, industrial and municipal waste recycling needs.

CONSTRUCTION TRAINING firm **Sibbald Ltd** is investing more than £1.2 million in expanding their new training facility at Blackridge, West Lothian.

£413,000 has been allocated by West Lothian Council to help lead to improvements to West Lothian's traditional town centres - Armadale, Bathgate, Broxburn/Uphall, Linlithgow and Whitburn.

LIVINGSTON-BASED contractor, **Maxi Construction Limited**, has been awarded the £1.7m contract for the construction of new changing facilities and clubroom at Albyn Park, Broxburn for West Lothian Council.

RETAILER **HOME BARGAINS** is set to open a new store in Bathgate after investing £500,000. The new store in Bathgate will bring 40 new jobs to the area.

BUSINESS SUPPORT 

OVER 1300 businesses in West Lothian are benefiting from the Scottish Government's Small Business Bonus Scheme that aims to drastically reduce business rates including over a 1,000 who will not pay a penny in business rates next year.



FREE BUSINESS HEALTHCHECKS! If you are worried about how increased costs are affecting your business or how your business can best respond to the current economic changes, contact Business Gateway West Lothian. For more info or to arrange an appointment phone 01506 777400, e-mail gateway@westlothian.gov.uk or text biz to 67000.

ARE YOU DIVERSIFYING or looking at new markets? West Lothian's business information service can help you access company reports, accounts & profiles; industry trends & news reports; market research and industry profiles. Call 01506 777400 or email enterprise@westlothian.gov.uk

**BUSINESS LEARNING** www.westlothian.com/events

BUSINESS GATEWAY is running the following FREE workshops in Livingston for growing businesses:

- *Marketing your Business* on Tuesday 07 April
- *Advertising and Promotion* on Tuesday 14 April
- *Mastering Selling Skills* on Tuesday 21 April
- *Customer Care* on Tuesday 28 April

OTHER FREE workshops including; *Managing through a Recession*; *Trading Online*; *Networking Skills* and *Time Management* are available in Edinburgh, Dalkeith or Haddington. For more information call 01506 777400

BUSINESS GATEWAY start-up workshops are also run on a regular basis. For more information call 01506 777 400.

BLOGGING FOR BUSINESS organised by e-Business West Lothian continues the journey into digital marketing. The event on 8 April discusses when it is appropriate for business to start blogging, and how the effective use of blogs can engage your customers. The event will also see a live performance from West Lothian's Twitter celebrities the @ShowerGuys. To find out more call Andy Gilpin on 01506 777998



BUILDING SERVICES PROVIDER **EIC Limited**, **Airport Logistics** and **National Tyre Services** have all moved into units at Houstoun Industrial Estate in Livingston.

LIVINGSTON BASED ground investigation specialist **Land-Drill Geotechnics** has commenced work on Phase 2 of a contract with Glasgow City Council for the 2014 Commonwealth Games Athletes' village.

LIVINGSTON BASED telecom services firm **Star Net** has recently won a major contract to assist in the annual maintenance and inspection of Vodafone equipment on Arqiva's tower portfolio.

JOHNSTON OILS, the Bathgate-based fuel distributor, has made its first acquisition south of the Border buying Gloucester-based ACP Fuels.

BATHGATE BUSINESSMAN Jamie Black was recently recognised in the final three of the PSYBT Director Award. The owner of the **Fusion** hair and beauty salon was presented with his award at the Institute of Directors annual Director of the Year event, in Glasgow.

KIMBERLEY NICHOLL believes her new business ticks the boxes for environmentally-friendly packaging. Her packaging firm in Armadale, **Kimberley Watson Packaging**, specialises in once-used as well as new manufactured cartons.

A HIGH-FLYING IDEA has won West Lothian man Alan Fisher first place in the Business Gateway Business Plan Challenge. Judges were impressed with Alan's idea to launch **KiteOgraphy**, an aerial photography service for both private and commercial customers.

DANWOOD, the Livingston based office copying, printing and faxing equipment firm is moving within Houstoun Industrial Estate to a new unit at SCOT Sheridan's 35,000 sq ft New Houstoun Business Park.

LINLITHGOW BASED architects, **EKJN** have recently gained planning permission for their new eco-office on a disused site in the centre of Linlithgow.

LEADING CONTRACT CATERER **Almond Catering** has secured a four-year contract worth £1.26 million total turnover with the University of Cumbria.

SCOTTISH WIND TURBINE manufacturer Windsave has secured a deal which will create jobs, cut CO2 emissions and reduce electricity bills for local councils. **Livingston Precision Engineering** will manufacture parts for the mini wind turbines on top of street lights, which will provide power to the national grid.

SINCE MOVING to the area in May 2008 **PHS Datashred** have increased their staff in Livingston to 15 people and are currently preparing to increase the staff by another 2.

THE GLENMORANGIE COMPANY based in Broxburn has been named as the industry's "innovator of the year" for the second year running at an event dubbed the Oscars of the whisky world.



TURNING CHALLENGES INTO OPPORTUNITIES is the theme for this year's **West Lothian Economic Conference and Livingston Lecture**. The event will take place at the newly re-opened Howden Park Centre on Tuesday 28 April at 17.00. Speakers include:

- Professor Donald MacRae, Chief Economist, **Lloyds TSB Scotland**, providing the economic context and giving his forecast for the year ahead.
- John Anderson, Chief Executive of **The Entrepreneurial Exchange**, a well-known specialist in entrepreneurship and new venture creation in Scotland
- Chris van der Kuyl, CEO of **brightsolid Limited** (formerly Scotland OnLine), one of the country's internet pioneers.

There is no charge for attending the conference, which is followed by a light finger buffet and opportunity for business networking. To reserve your place please email brenda.cumming@wlchamber.com or call 01506 777937.

LOTHIAN BUSINESS CLUB, an affiliate of thesmallbusinessclub network, is hosting a lunchtime networking event looking at **Networking on the Web**. The event takes place at Centrex House, Kirkton Campus, Livingston on 06 April. Email booking@lothianbusiness.biz to book or go to www.lothianbusiness.biz for more information.

DISPUTE RESOLUTION is the subject of the business breakfast meeting organised by West Lothian Chamber of Commerce on Wednesday 08 April.

NOW'S THE TIME to ask! A series of FREE events is being held across Scotland, including four events in Edinburgh from now until the end of May, to inspire and inform business leaders on a range of topics relating to help companies address the current economic challenges. They can be found on the website www.nowsthetimetoask.com

WEST LOTHIAN CHAMBER OF COMMERCE is running a **Selling to Win** seminar on Wednesday 22 April.

FREE EMAIL UPDATE

Would you like to receive this FREE Business Update by email? Contact andrew.cotton@westlothian.gov.uk - or call 01506-777911 - and we'll add you to our mailing list.

TALK TO US

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